



# Halló

2024  
Sagicor Convention  
Newsletter

Dear Sagicorians,

We are now just over 7 months away from the end of the Convention 2024 qualifying period and the race to qualify is heating up. This edition may be just the boost you need to re-energize and re-invigorate you're A-Game to get to Convention 2024! Destination Reykjavik will be a convention unlike any other, and truly reward Sagicor's top performers.

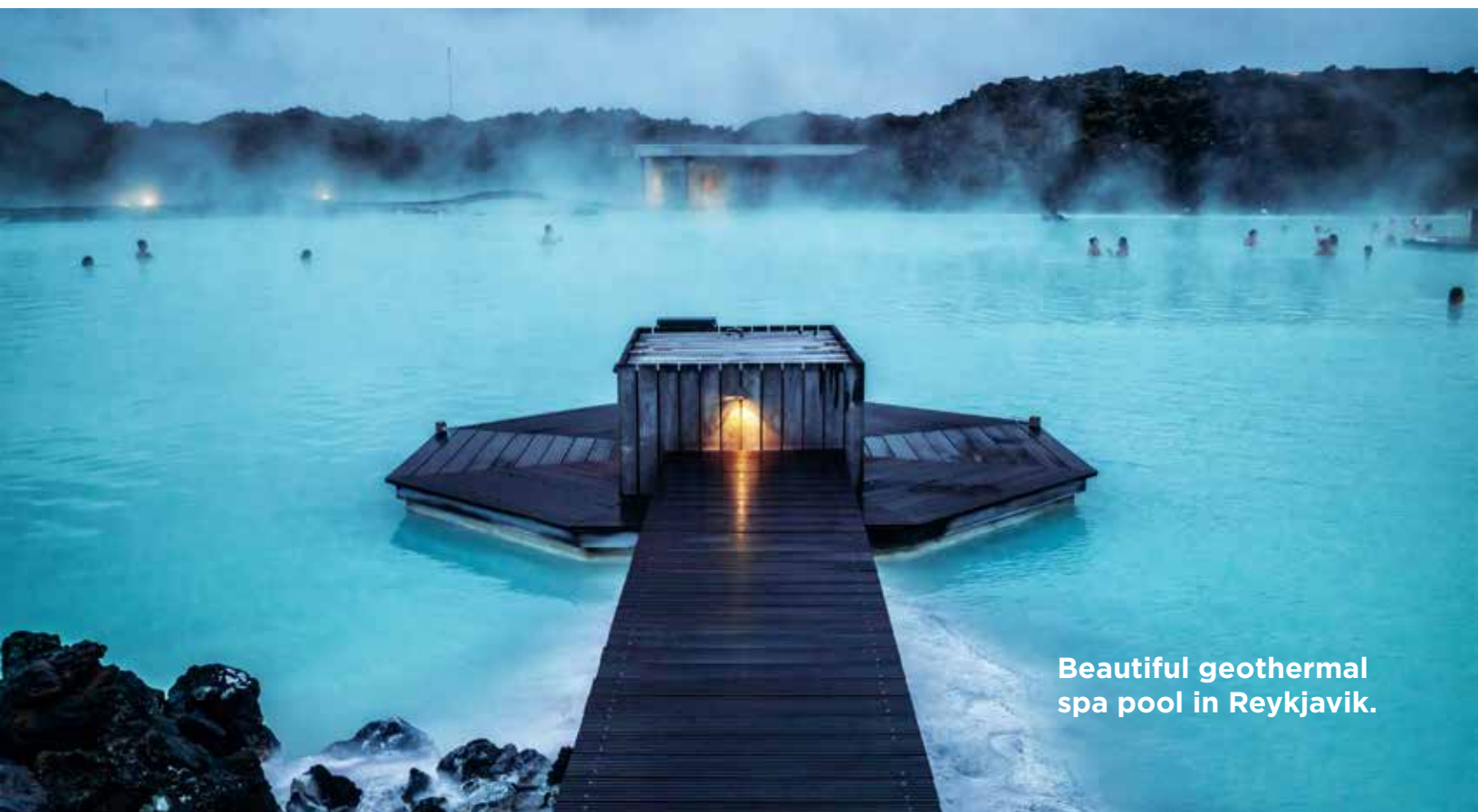
The lively city of Reykjavik, Iceland's main hub, is a popular tourist destination and home to many Icelanders. The city is known for its fun nightlife, delicious restaurant scene, tranquil hot springs, and so much more. However, did you also know there are some fascinating attributes about this quirky city? Over the next few months, Halló is going to take a peek at what Reykjavik has to offer and share some intriguing and interesting facts about Iceland's adored capital and some of its eccentric vibes.

### **Reykjavik - 'Bay of Smokes'**

All the way back in 874, explorer Ingolfur Arnarson brought his family to Iceland. They settled on the southwest peninsula in a place he called the "Bay of Smokes" also known as Reykjavik. But why? These Vikings saw the steam rising from geothermal vents upon their arrival. Luckily, the waters had nothing to do with the smoke, and are instead the city's popular hot springs.

Either way, the name stuck and today it is a name known around the world. Want to experience the "Bay of Smokes" for yourself? If the answer is yes, then Convention 2024 is the place to be.

**See you in Reykjavik!**



**Beautiful geothermal spa pool in Reykjavik.**

# Barbados

BDS \$

## PACESETTER'S

### ON TARGET

3 YEAR, 88%

|                            |                |     |
|----------------------------|----------------|-----|
| <b>Corey Watson</b>        | 152,939<br>136 | 98% |
| <b>Pamela Johnson-Cave</b> | 129,707<br>128 | 90% |
| <b>Erin Walrond</b>        | 105,338<br>67  | 95% |
| <b>Sophia Howard</b>       | 102,549<br>140 | 91% |

### ON TARGET / CASES BELOW THE QUALIFYING LEVEL

|                     |               |     |
|---------------------|---------------|-----|
| <b>Lana Butcher</b> | 129,512<br>45 | 96% |
|---------------------|---------------|-----|

### ON TARGET PRO-RATED (90%)

|                        |              |     |
|------------------------|--------------|-----|
| <b>Samantha Browne</b> | 95,606<br>87 | 96% |
|------------------------|--------------|-----|

### 75% OF TARGET

|                           |              |      |
|---------------------------|--------------|------|
| <b>Rodney Brathwaite</b>  | 96,253<br>59 | 96%  |
| <b>Shernell Wilkinson</b> | 93,213<br>72 | 92%  |
| <b>Shari Phillips</b>     | 92,244<br>99 | 80%  |
| <b>Akeisha Davis</b>      | 83,943<br>92 | 100% |
| <b>Louis Lynch</b>        | 82,144<br>48 | 93%  |
| <b>Akindede Licorish</b>  | 82,103<br>67 | 85%  |
| <b>Shontelle Reifer</b>   | 80,068<br>65 | 94%  |
| <b>Patrick Moore</b>      | 79,202<br>74 | 89%  |

## MANAGERS

### 75% OF TARGET

|                       | Target as<br>at February | Total<br>Settled | % Of Ytd<br>Target Met | Persistency<br>3 Yr - 88% |
|-----------------------|--------------------------|------------------|------------------------|---------------------------|
| <b>Suleman Nana</b>   | 1,256,970                | 1,089,409        | 87%                    | 93%                       |
| <b>Robert Headley</b> | 1,481,865                | 1,250,459        | 84%                    | 85%                       |
| <b>Adrian King</b>    | 1,233,375                | 944,482          | 77%                    | 86%                       |





# Belize

BZ \$

## PACESETTER'S

ON TARGET

3 YEAR, 88%

**Simpson Insurance Agency**

161,834  
67

99%

## 75% OF TARGET

**Marsha Gill**

95,662  
69

95%

## 50% OF TARGET

**Amy Forte**

61,667  
44

93%

# Dutch Islands

f

## PRESIDENT'S CLUB

### ON TARGET

3 YEAR, 88%

**Gregory Lyder**  
ARUBA

116,704  
93

95%

## PACESETTER'S

### ON TARGET

**Shameeza Van Loon Kadir**  
ARUBA

107,991  
101

94%

**Fransje Lambertina**  
CURACAO

103,913  
59

95%

**Christopher Guillen**  
CURACAO

103,466  
31

75%

**Leila Faustin**  
ARUBA

101,727  
86

94%

### 75% OF TARGET

**Fernando Martina**  
ARUBA

75,528  
39

90%

**Natalia Marquez-Hidalgo**  
ARUBA

69,721  
81

89%

### 50% OF TARGET

**Fatima Bernier**  
ARUBA

56,300  
63

94%

**Nadien Lopez**  
CURACAO

54,885  
67

92%

**Farah Kabbara**  
CURACAO

53,086  
52

75%

**Debbie Dormoy**  
ARUBA

52,882  
60

83%

**Myrulgia Peters**  
ARUBA

46,978  
23

65%

# Eastern Caribbean

EC \$

## PRESIDENT'S CLUB

### ON TARGET

3 YEAR, 88%

|   |                |     |
|---|----------------|-----|
| <b>Willcher Services</b><br>DOMINICA          | 280,082<br>104 | 93% |
| <b>S.V. Browne Agency Ltd.</b><br>ST. VINCENT | 275,404<br>100 | 95% |

## PACESETTER'S

### ON TARGET

|                                  |                |     |
|----------------------------------|----------------|-----|
| <b>Joel Greenidge</b><br>GRENADA | 160,972<br>103 | 93% |
|----------------------------------|----------------|-----|

### 75% OF TARGET

|   |               |     |
|---|---------------|-----|
| <b>Sandra Cadore-Connaught</b><br>GRENADA | 111,824<br>92 | 91% |
| <b>Minerva Charles-David</b><br>ST. LUCIA | 111,053<br>67 | 92% |
| <b>Raymond Bacchus</b><br>ST. VINCENT     | 109,925<br>88 | 91% |
| <b>Lisa Grappy-James</b><br>GRENADA       | 106,036<br>89 | 93% |
| <b>Andres Simon</b><br>GRENADA            | 102,176<br>73 | 95% |

### 75% OF TARGET - PERSISTENCY BELOW QUALIFYING LEVEL

|                                  |                |     |
|----------------------------------|----------------|-----|
| <b>Jeden Samuel</b><br>ANTIGUA   | 164,249<br>135 | 85% |
| <b>Pius Auguste</b><br>ST. LUCIA | 104,192<br>107 | 85% |

### 50% OF TARGET

|  |              |     |
|--|--------------|-----|
| <b>Shaneal Gibbs</b><br>GRENADA                  | 99,298<br>63 | 90% |
| <b>Glendale Jones</b><br>ST. KITTS-NEVIS         | 93,739<br>59 | 92% |
| <b>Dawn Peters</b><br>GRENADA                    | 89,946<br>54 | 95% |
| <b>Thieria Livingston</b><br>GRENADA             | 88,095<br>75 | 91% |
| <b>Jennifer Tross-Clarke</b><br>ST. KITTS-NEVIS  | 83,305<br>63 | 95% |
| <b>Marvin Herbert</b><br>ST. KITTS-NEVIS         | 81,170<br>70 | 90% |
| <b>Camisha Casimir-Powell</b><br>ST. KITTS-NEVIS | 78,393<br>57 | 92% |
| <b>Dorret Alexander</b><br>GRENADA               | 77,238<br>55 | 89% |

### 50% OF TARGET CONT'D

|  |              |     |
|--|--------------|-----|
| <b>Dretszel Nisbett</b><br>ST. KITTS-NEVIS | 71,564<br>61 | 94% |
| <b>Lauriston Joseph</b><br>GRENADA         | 71,237<br>54 | 93% |
| <b>Arnold Cumberbatch</b><br>ANTIGUA       | 67,261<br>48 | 96% |

### 50% OF TARGET - PERSISTENCY BELOW QUALIFYING LEVEL

|   |              |     |
|---|--------------|-----|
| <b>Eural Baptiste</b><br>ANTIGUA          | 93,655<br>51 | 86% |
| <b>Tatyana Proctor</b><br>ST. KITTS-NEVIS | 91,829<br>50 | 85% |
| <b>Joseph Abraham</b><br>ST. LUCIA        | 89,384<br>51 | 87% |
| <b>Patrick Simon</b><br>ANTIGUA           | 88,439<br>55 | 86% |
| <b>Orvis Tyson</b><br>ST. KITTS-NEVIS     | 76,907<br>61 | 83% |
| <b>Samuel Bennett</b><br>ANTIGUA          | 74,382<br>81 | 84% |
| <b>Eustace Maynard</b><br>ST. KITTS-NEVIS | 72,146<br>47 | 83% |
| <b>Mindy Alexander</b><br>ST. LUCIA       | 70,939<br>44 | 83% |
| <b>Kevin Liddie</b><br>ANTIGUA            | 68,218<br>43 | 80% |
| <b>Lenny Dover</b><br>DOMINICA            | 68,070<br>69 | 87% |

### 50% OF TARGET- PRO-RATED (90%)

|   |              |     |
|---|--------------|-----|
| <b>Janal Casimir</b><br>ST. KITTS-NEVIS | 63,030<br>41 | 97% |
|---|--------------|-----|

### MANAGER'S

### ON TARGET

|                               |           |      |     |
|-------------------------------|-----------|------|-----|
| <b>Berry James</b><br>GRENADA | 1,109,869 | 115% | 91% |
|-------------------------------|-----------|------|-----|

### 75% OF TARGET - PERSISTENCY BELOW THE QUALIFYING LEVEL

|                                       |         |     |     |
|---------------------------------------|---------|-----|-----|
| <b>M. Lionel-Alleyne</b><br>ST. LUCIA | 585,450 | 87% | 85% |
| <b>D. Connor</b><br>ST. KITTS         | 571,407 | 87% | 87% |
| <b>M. Herbert</b><br>ST. KITTS        | 470,495 | 85% | 86% |





# Trinidad & Tobago

TT \$

## PRESIDENT'S CLUB

ON TARGET

3 YEAR, 88%

|                         |              |     |
|-------------------------|--------------|-----|
| <b>Allan Kercelus</b>   | 99,298<br>97 | 99% |
| <b>Richard Banfield</b> | 93,739<br>82 | 80% |

## PACESETTER'S

100% OF TARGET

|                       |               |     |
|-----------------------|---------------|-----|
| <b>Marlon De Leon</b> | 387,075<br>42 | 80% |
|-----------------------|---------------|-----|

75% OF TARGET

|                       |               |      |
|-----------------------|---------------|------|
| <b>Arturo Rauseo</b>  | 283,496<br>55 | 98%  |
| <b>Joel Martinez</b>  | 281,158<br>47 | 92%  |
| <b>Ian Stone</b>      | 268,697<br>64 | 100% |
| <b>Lindon Russell</b> | 266,117<br>59 | 88%  |



## 50% OF TARGET

|                               |                |      |
|-------------------------------|----------------|------|
| <b>Dyal Ramcharan</b>         | 246,388<br>75  | 89%  |
| <b>Debra Nancoo</b>           | 244,787<br>71  | 98%  |
| <b>David Lawrence</b>         | 239,792<br>73  | 86%  |
| <b>Gershorn Maurice</b>       | 223,681<br>78  | 87%  |
| <b>Daron Jacobs</b>           | 222,256<br>61  | 87%  |
| <b>Danica Paul</b>            | 220,533<br>75  | 92%  |
| <b>Joan Carr</b>              | 219,111<br>115 | 98%  |
| <b>Hema Singh-Balfour</b>     | 213,579<br>79  | 88%  |
| <b>Nicole Chaitan-Kissoon</b> | 212,483<br>66  | 88%  |
| <b>Tinisiah McNeilly</b>      | 204,870<br>53  | 79%  |
| <b>Marc Aanensen</b>          | 198,873<br>55  | 98%  |
| <b>Kayode McShine</b>         | 168,408<br>39  | 100% |
| <b>Justin Rampersad</b>       | 196,507<br>45  | 90%  |
| <b>Jhavon Felmine</b>         | 192,793<br>115 | 99%  |
| <b>Beatrice Bridglal</b>      | 192,707<br>14  | 88%  |
| <b>Nigel Deosaran</b>         | 186,910<br>57  | 99%  |
| <b>Kadel St.Louis</b>         | 184,508<br>50  | 86%  |
| <b>Gregory Farfan</b>         | 184,223<br>42  | 100% |
| <b>Gary Persad</b>            | 181,057<br>23  | 78%  |
| <b>Kevin Rampersad</b>        | 180,695<br>48  | 93%  |
| <b>Enrique Huggins</b>        | 178,442<br>64  | 88%  |



**Amery Rauseo**

176,493  
48

91%

**Dexter Aqui**

173,550  
53

75%

**Lecia Chang-Wai**

169,627  
86

97%





# Jamaica & Cayman

JA \$

## JAMAICA

### PRESIDENT'S CLUB

3 YEAR, 88%

#### ON TIME

|                               |                   |     |
|-------------------------------|-------------------|-----|
| <b>Shamar Clarke</b>          | 12,321,695<br>230 | 94% |
| <b>Karen Phillips-Thomson</b> | 12,113,819<br>105 | 98% |
| <b>Peter Townsend</b>         | 12,021,946<br>106 | 95% |

#### ON TIME - LOW PERSISTENCY

|                          |                   |     |
|--------------------------|-------------------|-----|
| <b>Nicholene Taylor</b>  | 13,849,115<br>522 | 88% |
| <b>Vernon O'Sullivan</b> | 14,687,003<br>150 | 79% |

## PACESETTER'S

#### ON TIME

|                         |                   |      |
|-------------------------|-------------------|------|
| <b>Loeri Robinson</b>   | 20,672,445<br>96  | 99%  |
| <b>Maurice McLeod</b>   | 10,911,631<br>280 | 100% |
| <b>Lena Ottar</b>       | 11,158,803<br>103 | 97%  |
| <b>Tiffany Lawson</b>   | 9,375,873<br>160  | 99%  |
| <b>Nneka Alveranga</b>  | 10,083,631<br>437 | 100% |
| <b>Clayton Latham</b>   | 9,306,205<br>295  | 92%  |
| <b>Jeffrey Jarrett</b>  | 8,502,661<br>184  | 97%  |
| <b>Shasha Byfield</b>   | 8,090,627<br>243  | 95%  |
| <b>Frank Stern</b>      | 8,075,715<br>181  | 90%  |
| <b>Krystle Thorpe</b>   | 9,033,176<br>233  | 95%  |
| <b>Rudolph Kelly</b>    | 8,561,300<br>508  | 95%  |
| <b>Katherine Becker</b> | 7,419,885<br>158  | 100% |
| <b>Dean Miller</b>      | 8,659,589<br>294  | 99%  |

|                           |                  |     |
|---------------------------|------------------|-----|
| <b>Maxwell Pike</b>       | 7,753,928<br>148 | 97% |
| <b>Amalee Lewin</b>       | 7,570,795<br>260 | 96% |
| <b>Carla Ashley-Grant</b> | 7,683,821<br>193 | 99% |
| <b>Davina Decordova</b>   | 7,385,903<br>268 | 95% |
| <b>Andrew Powell</b>      | 8,234,348<br>396 | 94% |
| <b>Daidrea Frazer</b>     | 7,028,273<br>215 | 97% |
| <b>Jermaine Lewis</b>     | 6,959,661<br>167 | 92% |

#### ROOKIE ON TIME

|                      |                  |      |
|----------------------|------------------|------|
| <b>Jheanel Dixon</b> | 6,436,693<br>167 | 100% |
|----------------------|------------------|------|

#### ON TIME - LOW PERSISTENCY

|                      |                   |     |
|----------------------|-------------------|-----|
| <b>Cleon Walchie</b> | 16,768,131<br>171 | 85% |
| <b>Oneil Brown</b>   | 9,239,228<br>200  | 86% |
| <b>Jody James</b>    | 7,647,639<br>153  | 89% |

#### ON TIME LOW CASES

|                           |                  |      |
|---------------------------|------------------|------|
| <b>C Heather Robinson</b> | 9,487,967<br>167 | 100% |
|---------------------------|------------------|------|

#### 75% OF TARGET - LOW PERSISTENCY

|                              |                  |     |
|------------------------------|------------------|-----|
| <b>Wendy Wallace</b>         | 6,649,002<br>215 | 87% |
| <b>Granville Knight</b>      | 6,571,872<br>252 | 88% |
| <b>Judith Gentles</b>        | 6,521,752<br>15  | 84% |
| <b>Kedine Matthews-Smith</b> | 6,280,548<br>166 | 89% |
| <b>Brandon Ferguson</b>      | 5,414,536<br>112 | 65% |
| <b>Cedric McDonald</b>       | 5,468,666<br>70  | 99% |



## 75% OF TARGET - LOW CASES

**George Corrodus**6,684,468  
182

89%

## 75% OF TARGET

**Jennifer Philp**6,644,857  
233

91%

**Oshane Black**6,451,038  
218

97%

**Tiffany Nebar**5,987,528  
189

95%

**Norma Jackson-Kerr**6,304,624  
249

92%

**Junielle Owens**5,801,341  
291

94%

**Arlene Hewitt**6,785,084  
152

94%

**Jacqueline Smith**5,832,953  
114

97%

**Darlene Rennalls**6,022,491  
184

91%

**Charmaine Lake**6,054,159  
359

92%

**Sandra Clarke-Francis**5,491,796  
166

92%

**Jermaine Tomlinson**5,836,959  
245

97%

**Jemelia Williams-Francis**5,703,993  
225

90%

**Curlene Cousins**5,461,872  
210

90%

**Melissa Brown**6,228,063  
192

90%

**Shenique McDonald**5,888,551  
311

96%

**Christal Robinson- Williams**5,384,615  
241

93%

**Matthew Fisher**5,629,659  
149

94%

**Sasha Darby**5,724,470  
97

98%

**Rhon Jones**5,756,853  
215

90%

## 75% OF ROOKIE ON TIME TARGET

**Nelisha Burrell**5,505,608  
224

99%

## 50% OF TARGET LOW PERSISTENCY

**Irene Graham Kerr**5,074,286  
198

86%

**Elesia Romans**4,432,468  
199

71%

**Garnette Small**4,471,704  
154

74%

**Fernando White**5,074,586  
173

89%

**Lynette Chin-McDaniel**4,822,519  
136

86%

**Kebbian King**4,006,674  
154

81%

**Rudolph Jackson**4,356,778  
345

85%

**Michelle Forbes**4,393,551  
219

89%

**Diana Chotan**4,754,119  
281

83%

**Quevia Duncan**4,769,823  
174

86%

**Cion Shaw**4,039,250  
200

75%

**Janet Spence**4,753,342  
309

87%

**Nadine Thompson**3,983,414  
233

89%

**Jennifer Richards**3,765,369  
189

87%

**Glenroy Castle**3,676,125  
178

79%

**Dennis Hall**3,686,975  
274

64%

**Colette Thomas**3,576,505  
149

78%

**Oran Williams**5,109,064  
99

89%

**Maurice Morgan**3,769,091  
142

85%

|                               |                  |     |
|-------------------------------|------------------|-----|
| <b>Sanchia Adamson</b>        | 3,852,688<br>156 | 89% |
| <b>Darren Hall</b>            | 3,828,603<br>92  | 85% |
| <b>Michael Thompson</b>       | 3,668,498<br>58  | 88% |
| <b>Richard Thelwell</b>       | 4,110,022<br>48  | 71% |
| <b>Oneil Meredith</b>         | 4,047,607<br>159 | 89% |
| <b>Dexter Blackwood</b>       | 3,476,124<br>196 | 89% |
| <b>Ancella Brown Hardware</b> | 3,552,898<br>208 | 81% |
| <b>Soshana Adlam</b>          | 3,526,018<br>143 | 89% |

#### 50% OF TARGET - LOW CASES

|                        |                 |      |
|------------------------|-----------------|------|
| <b>Ian Bourne</b>      | 4,876,310<br>66 | 97%  |
| <b>Krishna Turner</b>  | 4,512,329<br>69 | 94%  |
| <b>David Robinson</b>  | 4,933,350<br>13 | 94%  |
| <b>Marlon Campbell</b> | 3,544,777<br>62 | 94%  |
| <b>Bruce Lyn</b>       | 3,694,860<br>50 | 100% |

#### 50% OF TARGET

|                        |                  |     |
|------------------------|------------------|-----|
| <b>Nobi Robinson</b>   | 4,836,889<br>151 | 98% |
| <b>Oral Heaven</b>     | 4,981,292<br>191 | 90% |
| <b>Amelia Savage</b>   | 4,850,181<br>130 | 91% |
| <b>Hugh Brown</b>      | 4,640,659<br>178 | 92% |
| <b>Marcia Wright</b>   | 4,899,870<br>132 | 99% |
| <b>Roberto Smith</b>   | 5,058,545<br>165 | 92% |
| <b>Stacy Wilson</b>    | 4,623,557<br>168 | 95% |
| <b>Natalee Walters</b> | 5,090,536<br>216 | 94% |

|                                |                  |      |
|--------------------------------|------------------|------|
| <b>Aldria Grant</b>            | 4,783,248<br>189 | 100% |
| <b>Claujia Clarke</b>          | 4,362,706<br>207 | 90%  |
| <b>Leony Scott</b>             | 4,772,950<br>203 | 91%  |
| <b>Oryan Small</b>             | 4,627,445<br>175 | 90%  |
| <b>Kay Grant</b>               | 4,861,903<br>146 | 94%  |
| <b>Michelle McIntyre</b>       | 4,594,035<br>278 | 92%  |
| <b>Denton Atkins</b>           | 3,544,919<br>114 | 98%  |
| <b>Lunette Slater</b>          | 4,472,078<br>128 | 98%  |
| <b>Delano Miller</b>           | 4,148,972<br>191 | 97%  |
| <b>Yvonne Scott</b>            | 4,574,683<br>215 | 94%  |
| <b>Brittany Quallo</b>         | 4,419,339<br>105 | 96%  |
| <b>Carolyn Hibbert</b>         | 4,150,999<br>259 | 92%  |
| <b>Tracian Phillips-Thomas</b> | 4,298,372<br>149 | 91%  |
| <b>Oral Thompson</b>           | 3,980,945<br>157 | 93%  |
| <b>Sheldon Traille</b>         | 4,024,430<br>178 | 90%  |
| <b>Patrice Lawrence</b>        | 4,103,673<br>205 | 94%  |
| <b>Marcia Richards</b>         | 4,183,607<br>93  | 93%  |
| <b>Diana Tomlinson</b>         | 3,748,190<br>95  | 93%  |
| <b>Ashley Waugh</b>            | 4,168,289<br>114 | 94%  |
| <b>Herbert Garriques</b>       | 4,249,092<br>74  | 90%  |
| <b>Arlene Jarrett</b>          | 3,916,169<br>106 | 100% |
| <b>Kevoy Hall</b>              | 4,081,130<br>153 | 98%  |
| <b>Denise Ebanks Lee</b>       | 3,905,248<br>159 | 90%  |



|                                 |                  |     |
|---------------------------------|------------------|-----|
| <b>Sheryl Haughton</b>          | 3,781,850<br>135 | 98% |
| <b>Isha Sommerville</b>         | 3,846,224<br>270 | 96% |
| <b>Juliet Hill-Brown</b>        | 4,062,224<br>159 | 92% |
| <b>Jasnieth Harvey</b>          | 3,807,367<br>140 | 94% |
| <b>Donnet Walker</b>            | 3,929,652<br>133 | 96% |
| <b>Valerie Powell-Walker</b>    | 3,707,169<br>155 | 95% |
| <b>Malaika Beckford-Cook</b>    | 4,276,238<br>113 | 93% |
| <b>Janet Bailey</b>             | 3,816,061<br>165 | 96% |
| <b>Candies Campbell</b>         | 3,939,150<br>139 | 91% |
| <b>Patrine Joseph</b>           | 4,176,608<br>109 | 90% |
| <b>Sharon Brooks-Hylton</b>     | 3,720,474<br>146 | 92% |
| <b>Andraye Gordon</b>           | 3,693,369<br>120 | 96% |
| <b>Dane Mclean</b>              | 3,906,578<br>111 | 99% |
| <b>Tamesha Dyght-Jones</b>      | 3,478,534<br>212 | 95% |
| <b>Althea Morais</b>            | 3,652,885<br>105 | 98% |
| <b>Diana Prijohn-McLaughlin</b> | 3,505,519<br>174 | 95% |
| <b>Hubert Cornwall</b>          | 4,053,549<br>224 | 91% |
| <b>Selena Chin</b>              | 4,076,291<br>200 | 90% |
| <b>Gwendolyn Wallace</b>        | 3,625,396<br>133 | 98% |
| <b>Dionne Lyon</b>              | 3,491,861<br>179 | 92% |
| <b>Bridgette Knight</b>         | 3,568,046<br>167 | 93% |
| <b>John Tulloch</b>             | 3,680,993<br>92  | 97% |

50% OF ROOKIE ON TIME TARGET

|                                |                  |    |
|--------------------------------|------------------|----|
| <b>Paul-Anthony Cunningham</b> | 3,987,829<br>133 | 6% |
| <b>Stacey-Ann Anderson</b>     | 3,814,248<br>140 | 7% |
| <b>Candice Hamilton</b>        | 3,327,569<br>162 | 8% |
| <b>Gifton Brown</b>            | 2,801,017<br>108 | 5% |

CAYMAN

PACESETTER'S

ON TIME

|                        |                |     |
|------------------------|----------------|-----|
| <b>Juliet Osbourne</b> | 157,299<br>199 | 97% |
| <b>Marcia Robinson</b> | 148,121<br>106 | 94% |
| <b>Floriza Miller</b>  | 121,415<br>329 | 93% |

ON TIME - LOW PERSISTENCY

|                        |                |     |
|------------------------|----------------|-----|
| <b>Mark Hull</b>       | 109,901<br>141 | 80% |
| <b>Margaret Powell</b> | 77,661<br>121  | 83% |
| <b>Paul Nelson</b>     | 62,813<br>42   | 88% |

75% OF TARGET- LOW CASES

|                        |              |     |
|------------------------|--------------|-----|
| <b>Michel Trumbach</b> | 38,896<br>13 | 98% |
| <b>Julia Swanson</b>   | 43,239<br>31 | 93% |

50% OF TARGET LOW CASES

|                    |              |     |
|--------------------|--------------|-----|
| <b>Dionne Mais</b> | 33,499<br>54 | 90% |
|--------------------|--------------|-----|

50% OF TARGET LOW PERSISTENCY

|                             |              |     |
|-----------------------------|--------------|-----|
| <b>Claudette Bell-White</b> | 37,123<br>66 | 64% |
|-----------------------------|--------------|-----|

## BRANCH MANAGERS

### ON TARGET

|                         | % Quota<br>Dec-2022 | Persistency<br>2022 | % Quota<br>Feb-23 | Persistency<br>2023 |
|-------------------------|---------------------|---------------------|-------------------|---------------------|
| <b>Patrick Sinclair</b> | 169%                | 93%                 | 137%              | 91%                 |
| <b>Christopher Lawe</b> | 147%                | 93%                 | 86%               | 89%                 |
| <b>Michael Forbes</b>   | 128%                | 92%                 | 94%               | 89%                 |
| <b>Maurice McDonald</b> | 125%                | 90%                 | 109%              | 89%                 |

### ON TARGET - LOW PERSISTENCY

|                      |      |     |     |     |
|----------------------|------|-----|-----|-----|
| <b>Odine DaCosta</b> | 139% | 89% | 96% | 86% |
|----------------------|------|-----|-----|-----|

### 75% OF TARGET

|                              |      |     |      |     |
|------------------------------|------|-----|------|-----|
| <b>Melia McKitty-Plummer</b> | 115% | 90% | 83%  | 89% |
| <b>Leslie George Francis</b> | 109% | 91% | 66%  | 89% |
| <b>Dalton Thompson</b>       | 106% | 91% | 104% | 90% |

### 75% OF TARGET - LOW PERSISTENCY

|                           |      |     |     |     |
|---------------------------|------|-----|-----|-----|
| <b>Mark Lindsay</b>       | 107% | 88% | 67% | 84% |
| <b>Norman Wilson</b>      | 108% | 89% | 93% | 87% |
| <b>Dale Greaves-Smith</b> | 134% | 89% | 82% | 86% |
| <b>Ramoth Watson</b>      | 89%  | 86% | 82% | 86% |

## AGENCY MANAGERS

|  | % Quota<br>Dec-2022 | Persistence<br>2022 | % Quota<br>Feb-23 | Persistence<br>2023 |
|--|---------------------|---------------------|-------------------|---------------------|
|--|---------------------|---------------------|-------------------|---------------------|

### ON TARGET

|                   |      |     |     |     |
|-------------------|------|-----|-----|-----|
| <b>Errol Moss</b> | 132% | 93% | 95% | 93% |
|-------------------|------|-----|-----|-----|

### 75% OF TARGET

|                        |      |     |     |     |
|------------------------|------|-----|-----|-----|
| <b>Leighton Morgan</b> | 140% | 93% | 58% | 91% |
|------------------------|------|-----|-----|-----|

|                   |      |     |     |     |
|-------------------|------|-----|-----|-----|
| <b>Ian Bourne</b> | 146% | 94% | 69% | 89% |
|-------------------|------|-----|-----|-----|

## UNIT MANAGERS

### ON TARGET

|                       |      |     |      |     |
|-----------------------|------|-----|------|-----|
| <b>Loeri Robinson</b> | 259% | 97% | 116% | 95% |
|-----------------------|------|-----|------|-----|

|                           |      |     |     |     |
|---------------------------|------|-----|-----|-----|
| <b>Jermaine Tomlinson</b> | 156% | 97% | 90% | 96% |
|---------------------------|------|-----|-----|-----|

|                     |      |     |      |     |
|---------------------|------|-----|------|-----|
| <b>Maxwell Pike</b> | 140% | 89% | 108% | 84% |
|---------------------|------|-----|------|-----|

### 75% OF TARGET

|                    |      |     |     |     |
|--------------------|------|-----|-----|-----|
| <b>Darla Brown</b> | 124% | 91% | 69% | 86% |
|--------------------|------|-----|-----|-----|

|                              |      |     |     |     |
|------------------------------|------|-----|-----|-----|
| <b>Aliecia Morgan-Rhooms</b> | 122% | 89% | 80% | 87% |
|------------------------------|------|-----|-----|-----|

|                      |      |     |      |     |
|----------------------|------|-----|------|-----|
| <b>Denton Atkins</b> | 104% | 95% | 104% | 93% |
|----------------------|------|-----|------|-----|

|                              |      |     |     |     |
|------------------------------|------|-----|-----|-----|
| <b>Novia Brooks-Campbell</b> | 101% | 90% | 86% | 90% |
|------------------------------|------|-----|-----|-----|

|                      |     |     |     |     |
|----------------------|-----|-----|-----|-----|
| <b>Roberto Smith</b> | 97% | 93% | 71% | 91% |
|----------------------|-----|-----|-----|-----|

|                    |     |     |     |     |
|--------------------|-----|-----|-----|-----|
| <b>Sasha Darby</b> | 93% | 88% | 97% | 89% |
|--------------------|-----|-----|-----|-----|



75% OF TARGET - LOW PERSISTENCY

|                         |      |     |      |     |
|-------------------------|------|-----|------|-----|
| <b>Otis Hamilton</b>    | 141% | 86% | 74%  | 82% |
| <b>Samantha Johnson</b> | 125% | 87% | 75%  | 82% |
| <b>Gary Peart</b>       | 101% | 84% | 101% | 76% |
| <b>Kevin Watson</b>     | 75%  | 83% | 75%  | 83% |
| <b>Ann Green Davis</b>  | 75%  | 0%  | 75%  | 85% |





  
Sagıcor